

Message Text

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PAGE 01 PEKING 02990 210421Z
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
-----112141 210639Z /13
R 210322Z DEC 77
FM USLO PEKING
TO SECSTATE WASHDC 9450

UNCLAS PEKING 2990

E.O. 11652: N/A
TAGS: EEWT BEXP CH US
SUBJ: EQUIPMENT FOR US BUSINESSMEN'S OFFICE

REF: USDOC WASHDC 24116

1. THE POST APPRECIATES THE COMMENTS MADE IN REFTEL BUT WISHES TO FORWARD THE FOLLOWING FOR COMMERCE'S CONSIDERATION. APPROXIMATELY THREE YEARS AGO, USLO STANDARDIZED ON XEROX. THE MISSION'S MACHINES, PAPER SUPPLIES, AND THE PARTS INVENTORY ARE FOR XEROX EQUIPMENT. BECAUSE OF THIS STANDARDIZATION OUR GENERAL SERVICES OFFICER TRAINED IN THE US AT THE XEROX MAINTENANCE SCHOOL.

2. THE XEROX COMPANY IN HONG KONG HAS MECHANICS HOLDING PERMISSION TO ENTER CHINA FOR CONDUCTING MAINTENANCE AND REPAIR CHECKS ON USLO'S XEROX EQUIPMENT.

3. RECENTLY THE JAPANESE EMBASSY'S ADMINISTRATIVE COUNSELLOR IN PEKING STATED THAT HIS MISSION WAS HIGHLY INTERESTED IN THE XEROX: THE JAPANESE EQUIPMENT WHICH THEY HAD BROUGHT FROM TOKYO WAS CHRONICALLY INOPERABLE AND MAINTENANCE HAD BECOME A PROBLEM. SEVERAL OTHER MISSIONS HERE HAVE ALSO OPTED FOR XEROX EQUIPMENT; THE LATEST TO PROCURE BEING THE CANADIAN EMBASSY. THIS MEANS THAT WHEN A XEROX REPAIRMAN VISITS PEKING HIS COSTS ARE PRORATED AMONG THE OTHER MISSIONS USING HIS SERVICES.

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4. USLO LACKS A WAREHOUSE FOR MAINTAINING ITS SUPPLIES AND EQUIPMENT. INVENTORY STOCK, THEREFORE, IS KEPT TO A BARE MINIMUM AND STORED WITHIN VARIOUS USLO OFFICES. TO STOCK SUPPLIES AND PARTS FOR A NEW BRAND OF COPIER MEANS USING VALUABLE OFFICE SPACE

FOR ADDITIONAL INVENTORY. ALSO, OUR PERSONNEL ARE
UNFAMILIAR AND UNTRAINED IN SAVIN REPAIR AND MAINTENANCE.

5. USLO THEREFORE BELIEVES THAT IN THE LONG RUN
THE XEROX MACHINE WILL PROVE TO BE MORE CONVENIENT
FOR THIS POST AND MORE ECONOMICAL FOR THE US GOVERNMENT.
WOODCOCK

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